

# Coaching Tip Number 13

## Character Traits of Successful People

Coaching tips will come out once a month to give you a flavor for what coaches do in an active coach/coachee relationship. If you have others that you would like this tip to go to each month you may send me their name and I will make sure they are added to the distribution list or you may forward this information yourself.

Ever wish someone would make a "short list" of success traits key to developing your leadership skills? Well, this week's Last Word offering is exactly that, so in the spirit of keeping it short... Here are Seven Character Traits of Successful People! – Chris Widener

1. **They are hard working.** There is no such thing as easy money. Success takes hard work and people who are willing to do it.
2. **They are honest.** Those who are successful long-term are the honest ones. Dishonest people may get the first sale, but honest people will get all the rest!
3. **They persevere.** How many success stories will go untold because they never happened; and all because someone quit. Successful people outlast everybody else.
4. **They are friendly.** Have you noticed that most successful people are friendly and people oriented? This endears them to others and enables them to lead others to accomplish the task.
5. **They are lifelong learners.** Successful people are people who stretch themselves and grow continually, learning from all areas of life, including from their mistakes.
6. **They over-deliver.** The old statement of under-promise and over-deliver became famous because it made a lot of people successful, including the richest man in the world - Bill Gates.
7. **They seek solutions in the face of problems.** Problems are opportunities to do the impossible, not just complain. Successful people are the ones who find solutions.